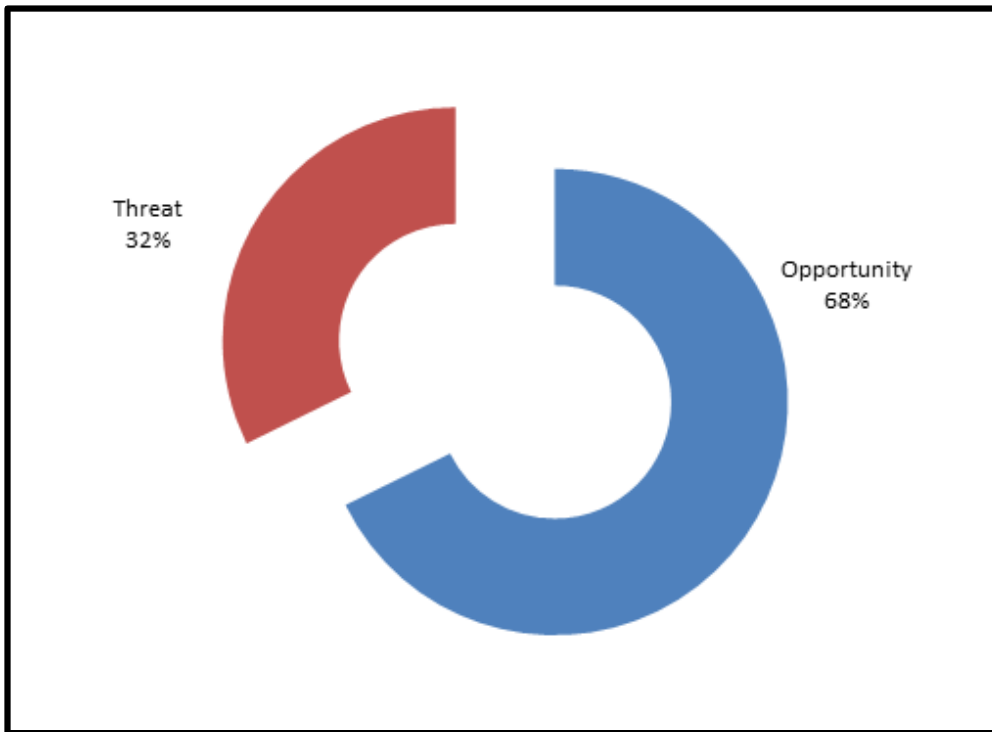
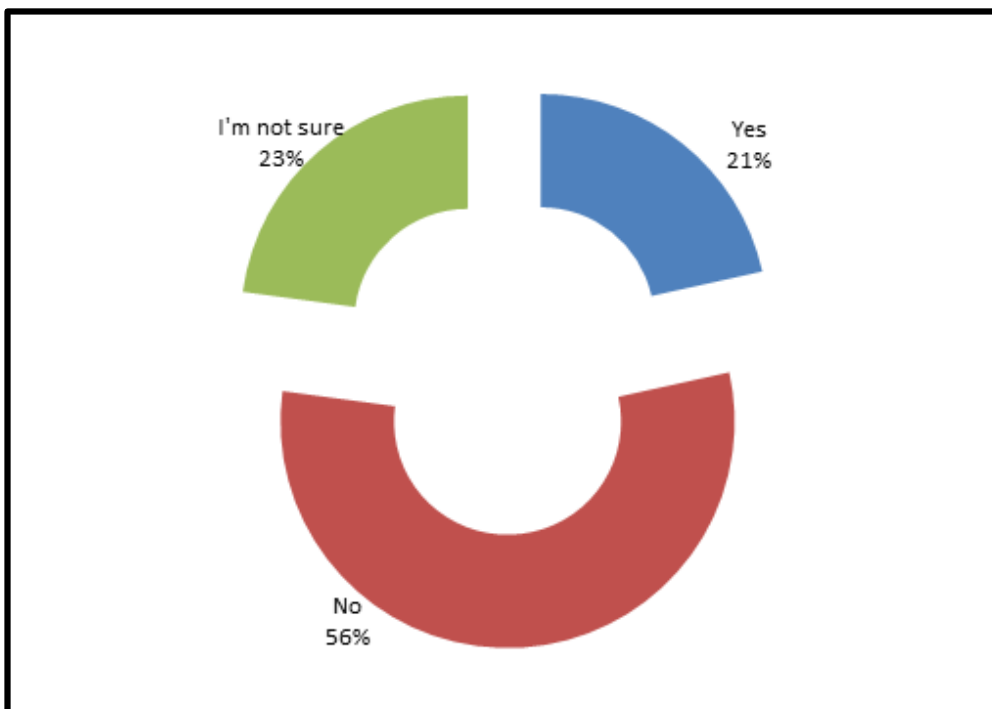


**Overall, do you see Robo-Advice as an exciting opportunity or threat to your business?**

Contrary to the negative commentary seen in various media outlets of late, the majority of advisers are not seeing Robo-Advice as a competitive threat. Over two thirds of advisers see the rise of Robo-Advice as an opportunity to increase the amount of Australian seeking advice.

**If some of the major Australian banks are developing Robo-Advice, do you think you will lose clients to these robots?**

Advisers remain largely unconvinced of the impending threat of the large banks developing Robo-Advice. Only 20% of those surveyed believed that robots backed by the large banks would have any impact on their client base.